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DEPARTMENT OF TRADE
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REC'D 07 NOV 2002
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the documents annexed hereto are true copies of:

Application forms P.1 and P.3, provisional specification and drawings
of South African Patent Application No. 2001/8533 as originally filed
in the Republic of South Africa on 17 October 2001 in the name of
CORLENTRADE TWENTY TWO CC for an invention entitled:
"DATA MANAGEMENT".

Getekken te
Signed at PRETORIA In die Republiek van Suid-Afrika, hierdie
in the Republic of South Africa, this

24th

dag van
day of October 2002

DR. L. M. H. G.
Registrateur van Patente
Registrar of Patents

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REPUBLIC OF SOUTH AFRICA
PATENTS ACT, 1978
APPLICATION FOR A PATENT AND
ACKNOWLEDGEMENT OF RECEIPT
(Section 30(1) Regulation 22)

THE GRANT OF A PATENT IS HEREBY REQUESTED BY THE UNDERTHEMENTIONED IN THE NAME OF THE APPLICANT
ON THE BASIS OF THE PRESENT APPLICATION FILED IN DUPLICATE . UBLIEK VAN SUID AFRIKA

117.10.01

IC OF SOUTH AFRICA 
REVENUE FORM P.1
(to be lodged in duplicate)

R 060.9 0

<i>PATENT APPLICATION NO.</i>		
21	01	20018533
71 <i>FULL NAME(S) OF APPLICANT(S)</i>		

A & A REF: V14877

CORLENTRADE TWENTY TWO CC

ADDRESS(ES) OF APPLICANT(S)

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8001, Republic of South Africa

54 *TITLE OF INVENTION*

DATA MANAGEMENT

ONLY THE ITEMS MARKED WITH AN "X" IN THE BLOCKS BELOW ARE APPLICABLE

THE APPLICATION CLAIMS PRIORITY AS SET OUT ON THE ACCOMPANYING FORM P.2
The earliest priority claimed is Country: No: Date:
 THE APPLICATION IS FOR A PATENT OF ADDITION TO PATENT APPLICATION NO. | 21 | 01 |
 THIS APPLICATION IS FRESH APPLICATION
IN TERMS OF SECTION 37 AND BASED ON APPLICATION NO. | 21 | 01 |
THIS APPLICATION IS ACCOMPANIED BY:

IN TERMS OF SECTION 37 AND BASED ON APPLICATION NO. | 21|01|
THIS APPLICATION IS ACCOMPANIED BY:

A single copy of a provisional or ~~two copies of a complete~~ specification of 13 pages.
 Drawings of 10 sheet(s).
Publication particulars and abstract (Form P.8 in duplicate) (for complete only).
A copy of Figure _____ of the drawings (if any) for the abstract (for complete only).
An assignment of invention.
Certified priority document(s) (State quantity):
Translation of the priority document(s).
 An assignment of priority rights.
A copy of Form P.2 and the specification of RSA Patent Application No. | 21 | 01 |
 A Form P.2 in duplicate.
 A declaration and power of attorney on Form P.3.
Request for ante-dating on Form P.4.
Request for classification on Form P.9.
Request for delay of acceptance on Form P.4.

74 ADDRESS FOR SERVICE: Adams & Adams, Pretoria

DATED THIS 16th DAY OF October 2001

P. PLA-PILLANS

ADAMS & ADAMS
APPLICANTS PATENT ATTORNEYS
The duplicate will be returned to the applicant's
address for service as proof of lodging but is
not valid unless endorsed with official stamp.

RECEIVED
OFFICIAL DATE STAMP

PATENT APPLICATION NO		
21	01	20018533

A&A Ref: V14877

LODGING DATE	
22	17 OCTOBER 2001

FULL NAME(S) OF APPLICANT(S)	
71	CORLENTRADE TWENTY TWO CC

FULL NAME(S) OF INVENTOR(S)	
72	LOUREIRO, Jorge Diniz Queiroga

EARLIEST PRIORITY CLAIMED	COUNTRY		NUMBER		DATE	
	33	NIL	31	NIL	32	NIL

NOTE: The country must be indicated by its International Abbreviation - see schedule 4 of the Regulations

TITLE OF INVENTION	
54	DATA MANAGEMENT

* I/we Jorge Diniz Queiroga Loureiro hereby declare that :-

1. I/we am/are the applicant(s) mentioned above;
- ** 2. I/we have been authorized by the applicant(s) to make this declaration and have knowledge of the facts herein stated in the capacity of the applicant(s);
- *** 3. the inventor(s) of the abovementioned invention is/are the person(s) named above and the applicant(s) has/have acquired the right to apply by virtue of an assignment from the inventor(s);
4. to the best of my/our knowledge and belief, if a patent is granted on the application, there will be no lawful ground for the revocation of the patent;
- **** 5. this is a convention application and the earliest application from which priority is claimed as set out above is the first application in a convention country in respect of the invention claimed in any of the claims; and
6. the partners and qualified staff of the firm of ADAMS & ADAMS, patent attorneys, are authorised, jointly and severally, with powers of substitution and revocation, to represent the applicant(s) in this application and to be the address for service of the applicant(s) while the application is pending and after a patent has been granted on the application.

SIGNED THIS 10th DAY OF October

2001

17

On behalf of CORLENTRADE TWENTY TWO CC
 Name: _____
 Capacity: _____

* In the case of application in the name of a company, partnership or firm, give full names of signatory/signatories. delete paragraph 1, and enter capacity of each signatory in paragraph 2.

** If the applicant is a natural person, delete paragraph 2.

*** If the right to apply is not by virtue of an assignment from the inventor(s), delete "an assignment from the inventor(s)" and give details of acquisition of right. **** For non-convention applications, delete paragraph 5.

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PATENT ATTORNEYS
PRETORIA

FORM P.6

REPUBLIC OF SOUTH AFRICA
Patents Act, 1978

PROVISIONAL SPECIFICATION
(Section 30(1) - Regulation 27)

OFFICIAL APPLICATION NO.	
21	01

LODGING DATE	
22	

20018533

17 October 2001

FULL NAME(S) OF APPLICANT(S)	
71	

CORLENTRADE TWENTY TWO CC

FULL NAME(S) OF INVENTOR(S)	
72	

LOUREIRO, Jorge Diniz Queiroga

TITLE OF INVENTION	
54	

DATA MANAGEMENT

DATA MANAGEMENT

FIELD OF THE INVENTION

THIS INVENTION relates to data management.

It relates particularly to a database of information, to a computer program product for managing the content of a database, to an information management product and to a method of compiling a database.

SUMMARY OF THE INVENTION

According to a first aspect of the invention there is provided a database of information relating to a particular topic, the database including a number of portions which each contain information on a particular aspect of the topic, each portion being sub-divided into a number of sub-portions which are each linked to one another in a predetermined sequential arrangement wherein each subsequent sub-portion in the sequential arrangement contains further information on the topic.

The portions of the database may be arranged in sets. More particularly, the sets may be arranged in a predetermined sequential arrangement.

The portions and the sub-portions of the database are compiled by or in collaboration with the compiler of the database. The arrangement of the portions and the sub-portions of the database thus allows a linear and seamless progression of understanding of the topic similar to the progression when people have a conversation about the topic. The links between the portions and the sub-portions of the database can thus be likened to "conversation paths".

Selected sub-portions of the database may include primary key expressions which are embedded in the information contained in said sub-portions, the primary key expressions being linked to another sub-portion of the database which contains further information relating to the subject matter of the primary key expression.

The database may include explanatory notes and selected sub-portions of the database may include secondary key expressions which are each linked to the explanatory notes. Each explanatory note may include general information relating to the relevant secondary key expression. Each explanatory note may include information such as who or what the information is; why a statement is made; and may further include a counterpoint to an argument advanced in a particular portion or sub-portion including the secondary key expression.

The explanatory notes may include primary key expressions which are linked to predetermined sub-portions of the database. Further, the explanatory notes may include secondary key expressions which are linked to other explanatory notes of the database.

The database may include default explanatory notes which each contain information in the form of an overview of the information contained in a particular sub-portion of the database. In use, when the particular sub-portion of the database is selected by a user, the default explanatory note is displayed simultaneously with the relevant sub-portion.

According to a second aspect of the invention there is provided a database of information relating to a particular topic, the database including a number of portions which each contain information on a particular aspect of the topic and which are each sub-divided into a number of sub-portions, with selected sub-portions of the database including primary key expressions which are embedded in the information contained in the selected portions and which are each linked to another sub-portion of the database which contains further information relating to the subject matter of the primary key expression.

The database in accordance with the second aspect of the invention may be substantially equivalent to the database in accordance with the first aspect of the invention.

According to a third aspect of the invention there is provided a computer program product for managing the content of a database of information relating to a particular topic, wherein the database includes a number of portions which each contain information on a particular aspect of the topic and which are each subdivided into a number of sub-portions, with selected sub-portions of the database including primary key expressions which are embedded in the information contained in the relevant sub-portions, the computer program product including program instructions for linking each primary key expression to another sub-portion of the database which contains further information relating to the subject matter of the primary key expression.

The computer program product may include program instructions for linking the sub-portions of each portion of the database to one another in a predetermined sequential arrangement wherein each subsequent sub-portion in the sequential arrangement contains further information on the topic.

The database may include explanatory notes and the sub-portions may include secondary key expressions which are embedded in the information contained therein, the computer program product including program instructions for linking the secondary key expressions to the explanatory notes. In use, each explanatory note may include general information relating to the relevant secondary key expression. Each explanatory note may include information such as who or what the expression is; why a statement is made; and may further include a counterpoint to an argument advanced in a particular portion or sub-portion including the secondary key expression.

The explanatory notes may have primary key expressions embedded therein and the computer program product may include program instructions for linking each primary key expression to a predetermined sub-portion of the database. Further, the explanatory note have secondary key expression embedded therein and the computer product may include program instructions for linking each secondary key expression to other predetermined explanatory notes in the database.

The database may include default explanatory notes which each contain information in the form of an overview of the information contained in a particular sub-portion of the database, the computer program product including program instructions for displaying the default explanatory note simultaneously with the relevant sub-

portion, on a suitable display device such as the monitor of a computer device.

The portions of the database may be arranged in sets which are sequentially arranged. The computer program product may include instructions for linking preselected sub-portions of a particular portion of one set to the first sub-portion of one or more portions of a preceding or succeeding set. As such selected sub-portions of the database may include tertiary key expressions which can be selected by a user for providing said links to sub-portions in preceding or succeeding sets. In use, when navigating the database it is thus only possible to move from a sub-portion in one set to a sub-portion in a preceding or succeeding set.

The linking of the portions and/or sub-portions of the database may be effected by means of so-called hypertext links.

The computer program product may include program instructions for recording the address of each sub-portion of the database from which a link using a primary key expression and/or tertiary key expression, is achieved. The computer program product may include program instructions for displaying, on a suitable display device, title information representing each sub-portion from which a link is obtained via said primary or tertiary key expressions, thereby providing a user with a record of a so-called "conversation path" formed by sub-portions of the database which are linked via said primary and/or tertiary key expressions.

The computer program product may include program instructions for linking said title information to the particular sub-portion of the database represented thereby.

The computer program product may include program instructions for recording and displaying said title information in an order representing the sequence in which the sub-portions were accessed by a user. The computer program product may include program instructions for enabling a user to select a particular sub-portion of the database represented by said title information, in a single operation. The Applicant envisages in this regard that the sub-portion may be selected by "clicking" on the relevant title information for the sub-portion, with a computer mouse or other input device, thereby returning the user to the selected sub-portion. It will be appreciated that the sub-portions represented by the title information can be selected in any order.

The computer program product may include a feedback component including program instructions which permits any part of the information contained in a sub-portion or explanatory note of the database, to be selected by a user and the user's selection recorded.

The computer program product may be executable on a processor which may be linked to any network, including but not limited to a Local Area Network (LAN), Wide Area Network (WAN), intranet, telecommunications network or the Internet and may include a mail messaging component for preparing and sending messages to display devices of processors, cellular telephones etc., in said WAN, LAN, intranet, telecommunications network or the Internet. In a particular embodiment, the computer program product may include program instructions for recording parts of said sub-portions or explanatory notes selected by a user, in a message format such as an e-mail message format and for permitting a user to generate a feedback message commenting on the selected part, which can be sent as an e-mail message to a predetermined site in said WAN, LAN, intranet or the Internet.

The computer program product includes a monitoring component which includes program instructions for recording users' selections of primary and secondary key expressions. The monitoring component may include program instructions for reporting the recorder users' selections via a message such as an e-mail message.

According to a fourth aspect of the invention there is provided a computer program product for managing the content of a database of information relating to a particular topic, wherein the database includes a number of portions which each contain information on particular aspect of the topic and which are each sub-divided into a number of sub-portions, the computer program product comprising program instructions for linking the sub-portions of each portion of the database to one another in a predetermined sequential arrangement wherein each subsequent sub-portion in the sequential arrangement contains further information on the topic.

The computer program product in accordance with the fourth aspect of the invention may be substantially equivalent to the computer program product in accordance with the third aspect of the invention.

According to a fifth aspect of the invention there is provided an information management product which comprises:

a database component containing information relating to a particular topic, the database component including a number of portions which each contain information on a particular aspect of the topic and which are each sub-divided into a number of sub-portions; and

a computer program component for managing the content of the database, the computer program component including program instructions for linking the sub-portions of each portion of the database to one another in a predetermined sequential arrangement wherein each subsequent sub-portion in the sequential arrangement contains further information on the topic.

The database component may be substantially equivalent to the database as defined and described hereinabove in accordance with the first aspect of the invention.

The computer program component may be substantially equivalent to the computer program product as defined and described hereinabove in accordance with the fourth aspect of the invention.

According to a sixth aspect of the invention there is provided an information management product which comprises:

a database component containing information relating to a particular topic, wherein the database component includes a number of portions which each contain information on a particular aspect of the topic and which are each sub-divided into a number of sub-portions, with selected sub-portions of the database including primary key expressions which are embedded in the information contained in the relevant sub-portions; and

a computer program component which includes program instructions for linking each primary key expression to another sub-portion of the database which contains further information relating to the subject matter of the primary key expression.

The database component may be substantially equivalent to the database as defined and described in accordance with the second aspect of the invention.

The computer program component may be substantially equivalent to the computer

program product as defined and described in accordance with the third aspect of the invention.

According to a seventh aspect of the invention there is provided a method of compiling a database of information relating to a particular topic, which includes the steps of:

compiling a number of portions of the database, wherein each portion contains information on a particular aspect of the topic and wherein each portion is subdivided into a number of sub-portions;

defining primary key expressions in the information contained in selected sub-portions of the database; and

creating user-executable links between each primary key expression and another sub-portion of the database which contains further information relating to the subject matter of the primary key expression.

According to an eighth aspect of the invention there is provided a method of compiling a database of information relating to a particular topic, which includes the steps of:

compiling a number of portions of the database, wherein each portion contains information on a particular aspect of the topic and wherein each portion is subdivided into a number of sub-portions; and

linking each of the sub-portions of each portion of the database to one another in a predetermined sequential arrangement wherein each subsequent sub-portion in the sequential arrangement contains further information on the topic.

BRIEF DESCRIPTION OF THE DRAWINGS

Further features of the invention are described hereinafter by way of a non-limiting example of the invention, with reference to and as illustrated in the accompanying diagrammatic drawings. In the drawings:

Figure 1 shows a schematic layout representing the structure of a database in

accordance with the invention;

Figure 2 shows a schematic layout of the database of Figure 1, illustrating the manner in which sub-portions of the database are linked by primary key expressions; and

Figures 3A to 3H show, in sequence, an example of a conversation path through a database in accordance with the invention.

With reference to Figure 1 of drawings, a database in accordance with the invention, which is referred to as the "forumBook" contains information relating to a particular topic and includes a number of portions 10 which are each sub-divided into a number of sub-portions 12 (also referred to herein as "pages"). The portions are further arranged into a number of sets 14.

The sub-portions 12 of each portion 10, are also linked to one another in a sequential arrangement wherein each subsequent sub-portion in the sequential arrangement contains further information on the aspect of the invention covered by the relevant portion. The sub-portions of each portion are thus arranged in a linear progression with provides a user navigating the sub-portions with increasing information on the topic as the user progresses along a linear "path" through the sub-portions.

It will be appreciated that the information on a particular topic is thus segmented into smaller "packages" which, in the case of the sub-portions 12, are arranged sequentially. The number of sets, portions and sub-portions forming the forumBook will be determined by the compiler of the database. The number of sets, portions and sub-portions used in each case will thus depend on the nature, scope and amount of subject matter to be covered in the database.

The portions 10 of the database are linked to one another via "nodes" as is illustrated in Figure 1.

As indicated above, the sets, the portions and the sub-portions of the database are compiled by or in collaboration with the compiler of the database. The arrangement of the sets, the portions and the sub-portions of the database thus allows a linear and seamless progression of understanding of the topic similar to the progression

when people have a conversation about the topic. The links between the sub-portions of the database can thus be likened to "conversation paths". The manner in which the database can be navigated will be explained in more detail hereinafter.

Selected sub-portions 12 of the database include primary key expressions which are embedded in the information contained in said sub-portions. The primary key expression in one sub-portion of the database is linked to another sub-portion of the database which contains further information relating to the subject matter of the primary key expression. The sub-portion to which the primary key expression is linked, may be in the same portion or possibly in a different portion of the database. The sub-portion to which a primary key expression is linked may even form part of a portion in a different set of the database. With reference to Figure 2 of the drawings, the manner in which primary key expressions embedded in particular sub-portions 12 of the database are linked to other sub-portions 12 of the database, are illustrated by "link indicator lines" WL1, WL2, WL3 and WL4.

The database includes explanatory notes and selected sub-portions 12 of the database include secondary key expressions which are embedded in the information contained therein and which are linked to the explanatory notes.

With reference to Figure 3A of the drawings, a forumBook screen display 16 is shown. The screen display 16 includes a title 18 of the forumBook and a menu 20 containing the titles of eight portions 10 or "dialogue paths" and a glossary engine 22 that can be selected by a user. The database is executable using a Microsoft Internet Explorer operating system.

In order to enter the first sub-portion of the first portion entitled "Five minute dialogue" this portion is selected from the menu 20 by clicking on the title of the sub-portion. The first sub-portion or page entitled "The foundation of good KSM" is then opened on screen display 24(see Figure 3B). The title i.e. "Five minute dialogue" is displayed at the top of the screen together with a number of buttons, viz. "next", "library", "home" and "print". Clicking the next button will cause the next sub-portion to be displayed. As indicated hereinabove, the sequential arrangement of the sub-portions of the database is determined by the compiler of the database.

The first page of the first portion contains two secondary key expressions, viz.

"Solid air" and "KSM" which are both underlined for ease of identification. The title 26 of the first portion, viz. "Five minute dialogue" is displayed, together with a title 28 of the first sub-portion, viz.. "The foundation of good KSM". Each of the secondary key expressions are linked to an explanatory note which includes information relating to the particular secondary key expressions selected. For example, the secondary key expression "KSM" can be selected and activated by double clicking on KSM on the screen display. This causes a second window 30 to be opened on the screen (see Figure 3C), containing further information relating to the secondary key expression. Each explanatory note may include information such as who or what the information contained in the relevant secondary key expression is, why a statement is made, and further may include a counterpoint to an argument advanced in a particular sub-portion including the relevant secondary key expression. The Applicant also envisages that explanatory notes may also include primary key expressions which are linked to predetermined sub-portions of the database. Further, the Applicant envisages that explanatory notes may include secondary key expressions which are linked to other explanatory notes of the database.

The window 30 includes prompts 32 which can be selected by a user to allow the user to provide a "contention, raise "questions" and provide "comment". Upon selecting one of the user prompts a window is opened allowing a user to compile an e-mail message containing a "contention", "questions" and/or "comments", which can then be sent to a recipient for processing.

In order to close the window 30, the "back" prompt 34 can be selected by the user. Alternatively, another secondary key expression can be selected to close the window 30 and open another window.

By clicking on the "next" button, the next page (sub-portion) of the first portion of the database is displayed on screen display 36 (see Figure 3D). Further, a "back" button is displayed on screen display 36, which when activated allows a user to return to the previous page of the first portion.

The second page 36 bears the title 38, viz. "Five minute dialogue" of the first portion and the title 40, viz. "KSM and other organisational functions" of the second page.

The page includes two primary key expressions, viz. "Knowledge Management" and "elsewhere" which have been established by the compiler of the database and which are linked to another sub-portion of the database which contains further information relating to the subject matter of the relevant primary key expression. For ease of identification, the primary key expressions have a green colour. The primary key expressions can be activated by clicking on the relevant primary key expression.

By clicking on the primary key expressions "elsewhere" contained in the text displayed on screen display 36, screen display 42 (see Figure 3E) is activated. The primary key expression selected on screen display 36 is linked to a sub-portion having the title 44, viz. "KSM and the recruitment function" and forming part of the eighth portion of the first set of the data base which has the title 46, viz. "KSM and other organisational functions". It will be appreciated that the user has now left the first portion "five minute dialogue" and has jumped to the eighth portion "KSM and other organisational functions" of the first set.

The invention extends to a computer program product for managing the content of the forumBook, which includes program instructions for linking the sub-portions of each portion of the database to one another in a predetermined sequential arrangement as determined by the compiler of the database. The computer program product also includes program instructions for linking each primary key expression in one sub-portion of the database to another sub-portion of the database as described hereinabove. The computer program product further includes program instructions for linking the secondary key expressions to the explanatory notes as described hereinabove.

In addition, the computer program product includes program instructions for recording the portion and the relevant sub-portion from which a link is obtained to a subsequent sub-portion via a link from a primary key expression. With reference to Figure 3F of the drawings, it can be seen that the title of the portion "five minute dialogue" and of the relevant sub-portion "KSM and other organisational functions", is displayed in a dialogue box 48 near the top of the screen display. The dialogue box 48 thus contains an address of the portion and relevant sub-portion from which a link using a primary key expression, is obtained. In order to return to the relevant sub-portion, a user can merely select the address of the previous sub-portion by clicking on the "address" in the dialogue box 48. The computer program product

thus includes program instructions for recording the address of each sub-portion of the database from which a link using a primary key expression, is made, and for displaying title information representing the portion and relevant sub-portion.

The screen display 42 includes a tertiary key expression 50 near the bottom of the screen which can be selected by user to navigate to one or more preselected sub-portions of portions forming part of a second set of the database. As such, clicking on the tertiary key expression 50, viz. "The impact of Recruitment on KSM", causes screen display 51 to be activated.

With reference to Figure 3G, screen display 51 displays the title 52, viz. "The impact of Recruitment on KSM" and the title 54 of the sub-portion selected, viz. "The capacity to act/decide". The tertiary key expression 50 is, in effect, a default link which provides a link from a sub-portion in one set of the database to a sub-portion located in a preceding or succeeding set of the database. With reference to Figure 3H of the drawings, it can be seen that the dialogue box contains the titles of the portion and the relevant sub-portion from which a link was made via the tertiary key-expression 50. By using a single operation, in this instance by clicking on the relevant part of the dialogue box, the user can return to the sub-portion from which the link was made. Hence, the dialogue box provides a "dialogue path" which is recorded thus allowing a user to return to any sub-portion in the database from which a link was made via a primary key expression or a tertiary key expression.

The computer program product includes a feedback component which includes program instructions which permits any part of the information contained in a sub-portion or an explanatory note of the database, to be selected by a user and the user's selection to be recorded.

The computer program product is executable on a processor that may be linked to another processor via a WAN , LAN, intranet or the Internet. The computer program product may include an electronic mail component for preparing and sending e-mail messages to another processor in said WAN, LAN, intranet or the Internet. In order to provide feedback on the content of the database, the computer program product includes program instructions which permit a user to select parts of sub-portions or explanatory notes of the database which are then recorded in an e-mail message which allows the user to comment on the selected

-13-

part. The e-mail message can be sent to a predetermined recipient in said WAN, LAN, intranet or the Internet so as to provide feedback on the selected text. It will be appreciated that in another embodiment, the computer program product may be executed on a processor that is linked, via a telecommunications network, to a cellular telephone for sending so-called SMS text messages to the cellular telephone.

The computer program product includes a monitoring component which includes program instructions for recording users' selections of primary and secondary key expressions. The monitoring component includes program instructions for reporting the recorder users' selections via e-mail or the like, to a recipient. This provides feedback on the use of the primary and secondary key expressions thereby providing an indication of those sub-portions/portions of the database which users find most interesting or possibly even least interesting. The Applicant envisages that in a wide application, monitoring components may be operable to monitor the use of any part of the forumBook by any participant, i.e. by a user or a compiler of the database. The content of the database can thus be adjusted accordingly by possibly amplifying certain information in certain portions/sub-portions or removing information from other.

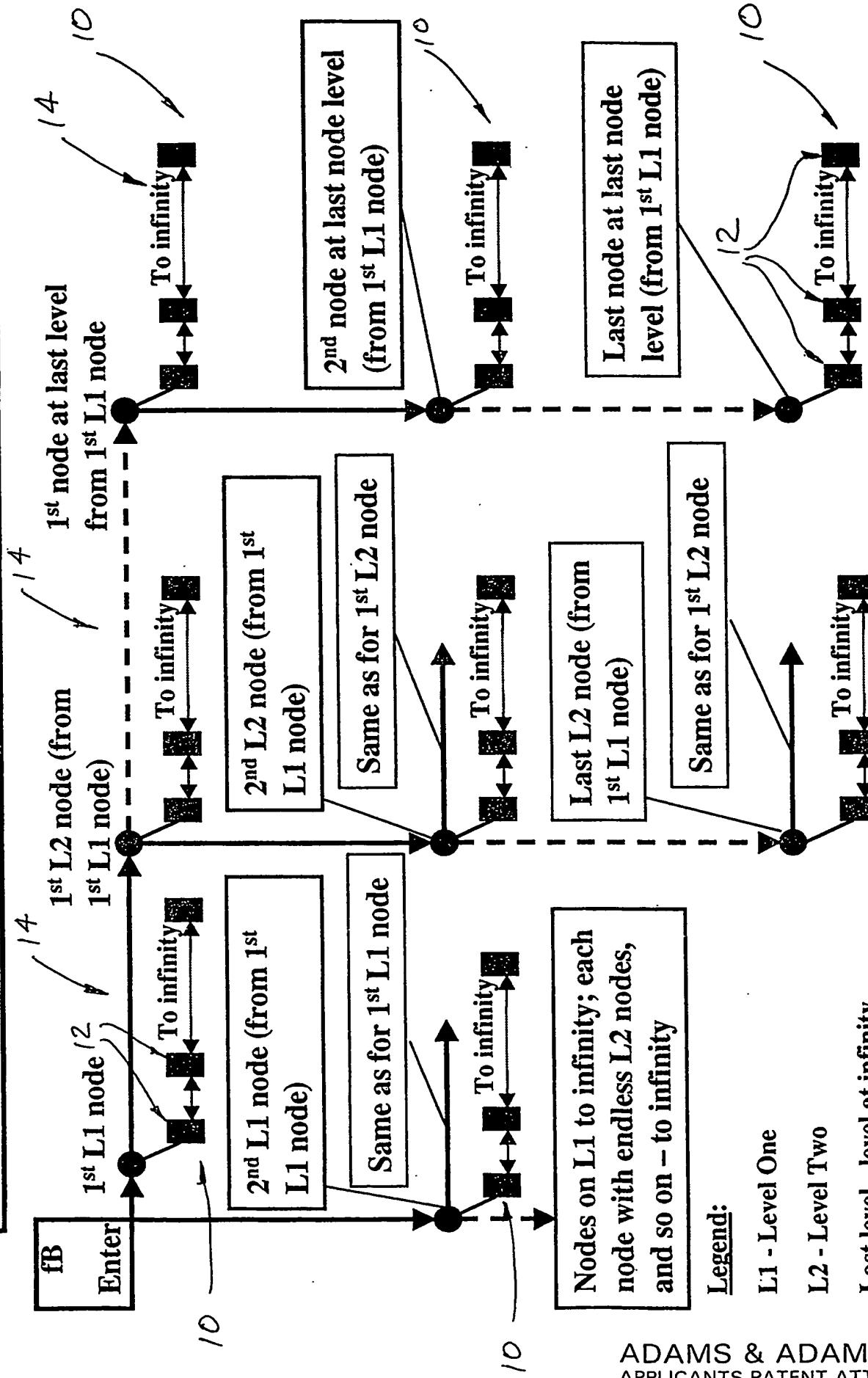
The Applicant envisages that two or more forumBooks covering different topics may be linked. More particularly, the Applicant envisages that particular sub-portions of one forumBook may be linked via a primary key expression, to sub-portions in another forumBook. Further, the Applicant envisages that primary key expressions may provide links to other databases (not being forumBooks) or pages of information.

The invention extends to an information management product which includes as components thereof, the database and the computer program product described hereinabove.

DATED THIS 16th DAY OF OCTOBER 2001

ADAMS & ADAMS
APPLICANTS' PATENT ATTORNEYS.

Diagram of node and page architecture of the forumBook (fB)



- forumBook page

卷之三

L2 - LEVEL TWO

ADAMS & ADAMS
APPLICANTS PATENT ATTO

Las

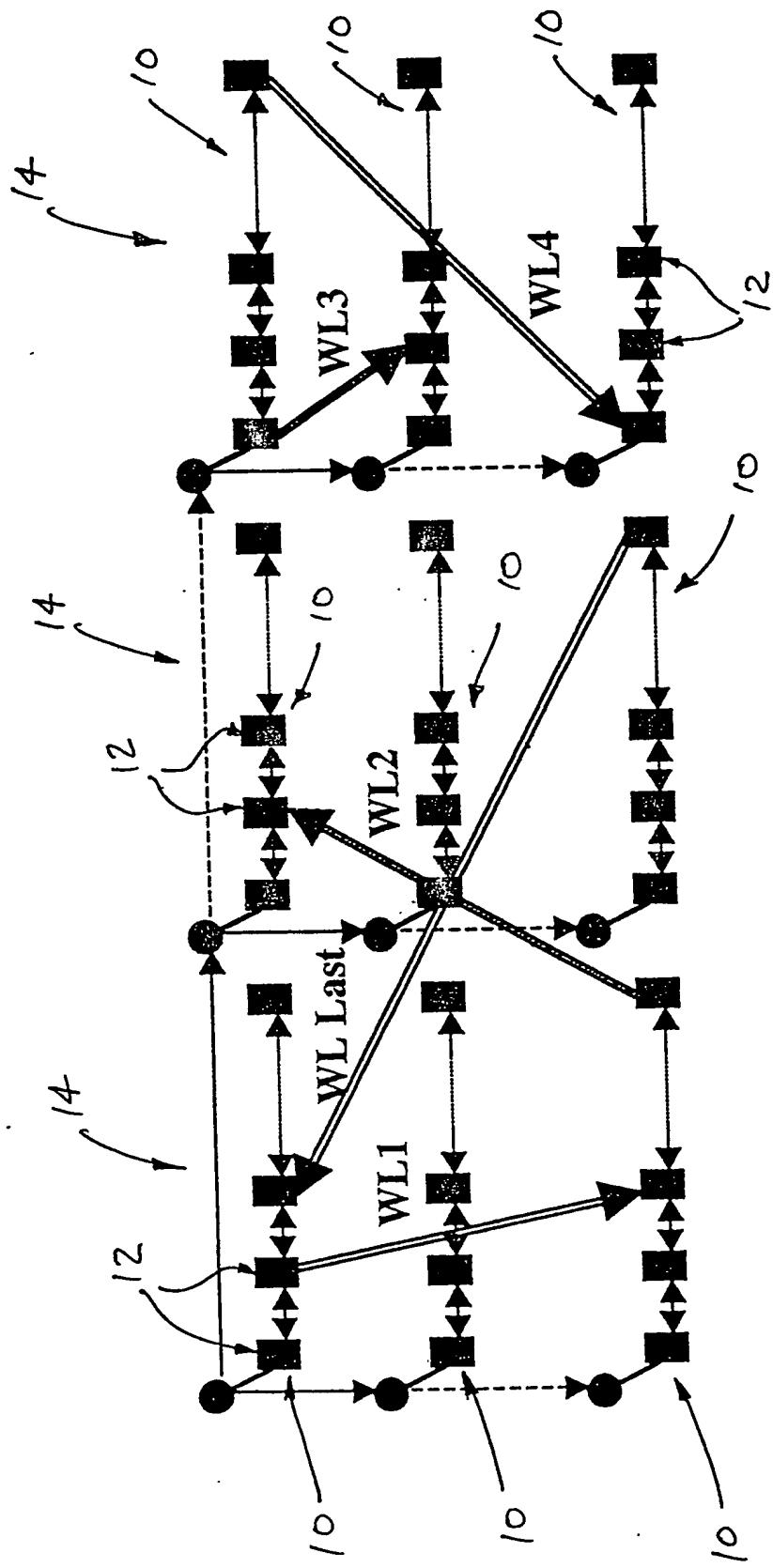


FIGURE 2.

16

18

20

22

forumBook - on Knowledge Support Management (KSM)

BEST RETURN ON ATTENTION

- ❖ Five minute dialogue
- ❖ The bottom line value of KSM
- ❖ Why KSM and not Knowledge Management
- ❖ Twenty minute dialogue
- ❖ Information Technology in KSM
- ❖ A comprehensive approach to KSM
- ❖ Forty minute dialogue
- ❖ KSM and other organisational functions
- ❖ Glossary

This particular forumBook prototype has eight dialogue paths and a glossary engine

FIGURE 3A.

26

28

24

forumBook - Five minute dialogue
BEST RETURN ON ATTENTION

The foundation of good KSM

The approach of Solid Air to KSM is based on the following simple logic:

- The success of an organisation depends, amongst other things, on how good the decisions are that are made throughout the organisation.
- The quality of a decision depends on the knowledge of the decision maker in the organisation.
- The knowledge of the decision maker depends, amongst other things, on the quality of the KSM in the organisation.

The quest of good KSM is therefore:

- To be aware of and understand the decisions that need to be made throughout the organisation, so as
- To enable the organisation's decision makers to have the right knowledge at the place and time that a decision needs to be made, and
- To ensure that money spent on KSM translates to a satisfactory return on investment.

This first portion of the 5 minute dialogue path contains two secondary key expressions: "Solid Air" and "KSM"

24

30

32

34

forumBook - Five minute dialogue

[BEST RETURN ON ATTENTION](#)

The foundation of good KSM

The approach of Solid Air to KSM is based on the following simple logic:

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- The quality of a decision depends on the knowledge of the decision maker in the organisation.
- The knowledge of the decision maker depends, amongst other things, on the quality of the KSM in the organisation.

The quest of good KSM is therefore:

- To be aware of and understand the decisions that need to be made throughout the organisation, so as
- To enable the organisation's decision makers to have the right knowledge at the place and time that a decision needs to be made, and
- To ensure that money spent on KSM translates to a satisfactory return on investment.

What is KSM?

KSM, or Knowledge Support Management, is a discipline that aims to equip decision makers with an optimum capacity to make decisions and take action.

[Your contention](#)

[Your questions](#)

[Your comments](#)

[< Back](#)

Activating a secondary key expression (in this case "KSM") enables explanatory notes (in this case the answer to "What is KSM?")

FIGURE 3 C.

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forumBOOK - Five minute dialogue

BEST RETURN ON ATTENTION

KSM and other organisational functions

We define knowledge as the human capacity to act. An individual's capacity to act depends on a number of factors. These include the individual's talents, education and training, experience and relevant information and data at his or her disposal. KSM (as opposed to Knowledge Management) therefore directly impacts various traditional functions throughout the organisation. These include recruitment, succession planning, human resource training and development and information resource management (which includes information technology) and are covered in more detail elsewhere in this forumBook.

But most importantly, it impacts every decision maker in the organisation. It is therefore the responsibility of every manager, supervisor and any other decision maker to make sure that he or she has the right knowledge to support the decisions that they and their business teams have to make.

Two primary key expressions, viz: "Knowledge Management" and "elsewhere" have been established by the compiler of the database.

FIGURE 3

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forumBook - KSM and other organisational functions

LIST OF DIALOGUES THAT YOU MAY RETURN TO

KSM and the recruitment function

We will look at the various organisational functions that have an impact on KSM in chronological order up to the point that the decision-maker is equipped to make good decisions.

The first critical organisational function is recruitment. And unfortunately, this is a function that many organisations do not take seriously enough. The recruitment of a new member of an organisation needs to take cognisance of, amongst other recruitment issues, the following key issues:

- What is the profile of the capacity to act/decide that is required of the new member?
- Does the prospective member have the required profile of the capacity to act/decide?

We contend that whilst good recruitment practise is fairly good at the latter, i.e. determining the profile of the prospective member, it largely fails at determining the profile of the capacity to act/decide that the vacant position will require of the new member.

After the reader clicks on a primary key expression, the reader is taken to another portion of the database (as determined by the compiler of the database). In this case the reader left the "Five minute dialogue" where he was reading on "KSM and other organizational functions" and "jumped", or digressed (as with a normal conversation) to the dialogue "KSM and other organizational functions" where he then reads about "KSM and the recruitment function"

However, when jumping to the latter dialogue path, a flag is raised on top of the screen "LIST OF DIALOGUES THAT YOU MAY RETURN TO", that enables the reader to jump back to the place that he/she left the "Five minute dialogue", irrespective of how far he/she has clicked in this forumBook, or another forumBook, or anywhere on a local area network, or anywhere on the internet, or anywhere on the internet.

In-depth look at: **The impact of Recruitment on KSM**

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forumBook - KSM and other organisational functions

BEST RETURN ON ATTENTION

LIST OF DIALOGUES THAT YOU MAY RETURN TO

Back to "Five minute dialogue", where we were discussing "KSM and other organisational functions".

We will look at the various organisational functions that have an impact on KSM in chronological order up to the point that the decision-maker is equipped to make good decisions.

The first critical organisational function is recruitment. And unfortunately, this is a function that many organisations do not take seriously enough. The recruitment of a new member of an organisation needs to take cognisance of, amongst other recruitment issues, the following key issues:

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We contend that whilst good recruitment practise is fairly good at the latter, i.e. determining the profile of the prospective member, it largely fails at determining the profile of the capacity to act/decide that the vacant position will require of the new member.

This screendump shows the exact location (i.e. the portion with the primary key expression) that the reader may return to, i.e. the "Five minute dialogue" where he was discussing "KSM and other organisational functions".

A tertiary key expression below (that may be established by the database compiler) enables sub-portions of the database to be established by the compiler and accessed by any reader.

Should the reader decide to move on to the sub-portion by clicking on the tertiary key expression, another flag will be added to the "LIST OF DIALOGUES THAT YOU MAY RETURN TO".

In-depth look at: The impact of Recruitment on KSM → 50

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FIGURE. 3 F.

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forumBook - The impact of Recruitment on KSM

BEST RETURN ON ATTENTION

LIST OF DIALOGUES THAT YOU MAY RETURN TO

1. [Back to "Five minute dialogue", where we were discussing "KSM and other organisational functions"](#)

2. [Back to "KSM and other organisational functions", where we were discussing "KSM and the recruitment function"](#)

A common theme throughout this forumBook is our contention on the following two issues:

1. Organisations need to be able to determine what the level of knowledge (capacity to act) is that they require throughout their business.

This determination should occur on an ongoing basis with a frequency that is optimum in terms of the frequency of material change in the organisation's environment and the cost of performing such determination.

2. Organisations also need to determine whether prospective new members do have the required ability to gather the knowledge required to make the decisions and take the action that their positions require of them.

Since this determination occurs once per prospective member of the organisation, it is crucial to perform this determinations as accurately as possible.

The direct and measurable cost of poor recruitment is substantial and is well recorded in the literature. But this cost is small in comparison to the potential cost of poor decisions that may be made by a new member that is not capable to gather the required knowledge.

The flag that was raised once the dialogue path "Five minute dialogue" was left at "KSM and other organizational functions" was left at "KSM and the recruitment function" by activating the tertiary key expression "The impact of Recruitment on KSM"

The flags that are activated by key expressions and results in the particular dialogue path to be left behind will remain active indefinitely, or until they are clicked on (to take the reader back to the point in the dialogue path at which he/she left it) or deleted by the reader.

forumBook enables an infinite amount of flags to be raised (limited only by the memory of the computer device hosting the forumBook) The flags may also be clicked on in any order, and may be erased in any order and quantity.

FIGURE 3H.

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